

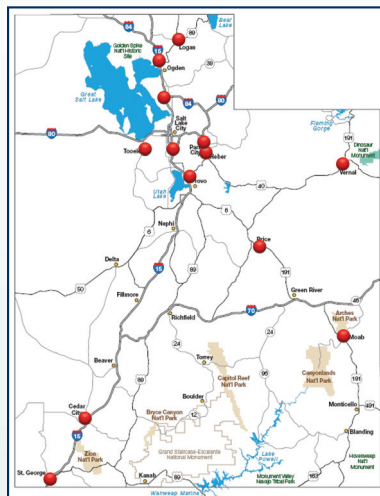
Business Resource Centers: *Entrepreneurial Development*

OVERVIEW

Business Resource Centers (BRCs) consolidate various business service providers in a single location so that business owners only have to go to one place to get their questions answered. Staff are equipped to answer questions on business planning, tax structure, personnel, training, marketing, locations, contracting, administrative services, mentoring and funding. BRC staff assists in coordinating the services of the local business service provider partners to make the delivery of the counseling and assistance more effective for the business customer, ensuring the business owner and managers receive all the help they need to be successful.

The first thing that happens when the business customer comes through the door or makes a phone call is that the center personnel conduct an assessment discussion to understand the business owner's needs. Based on that discussion, the center sets up appointments to see the various service providers who can best assist the business customer. BRC personnel then follow up to ensure the customer has seen all needed providers, reach out as necessary across the State for other services and measure the success of the delivery of all services.

BRCs are tailored to the local community they serve and have service providers as partners who are experts in their fields to provide answers to the business customer. Some of the partners found at the BRCs include the Small Business Development Center which is sponsored by the U.S. Small Business Administration, the Procurement Technical Assistance Center which provides governmental contracting assistance, Manufacturers Extension Partnership, Service Corps of Retired Executives (SCORE), Utah Science Technology and Research Initiative, investors, microloan organizations, business incubators, chambers of commerce, local economic development organizations and resources available at the local educational sponsor.



Each of the Business Resource Centers have partnered with various service providers at the local level to enable the BRC to efficiently and effectively help Utah businesses to grow.

Some of the local partners include:

- Small Business Development Center
- Procurement Technical Assistance Center—government contracting assistance
- Manufacturing Extension Partnership
- USTAR Outreach Center
- Custom Fit—job training incentives
- Early Run Ventures—focus on starting & growing businesses
- Stimulating the Expansion of Entrepreneurial Development (SEED)
- SCORE—business mentoring
- Grow Utah Ventures—early stage venture capital consulting
- Local college business resources
- Chambers of Commerce
- Local economic development organizations, and other local area service providers.

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